



Being your best

Most of us would like to be better at what we do, we would like our businesses to be better, we would like to earn more money and so on.

Most of us would also like to be better looking - unfortunately this last one is a little more tricky than the first three and so lets concentrate on those for now.....

Businesses get better when the people in the business get better.

People get better when their managers get better.

And as a leader, your managers will get better when YOU get better.

So if we accept this (and why wouldn't we?) whether you represent a huge multi-national business or you are a one-man band, everything revolves around YOU, becoming better at the things that you do.

A large part of this, is taking responsibility - thinking about the things in our lives that aren't as good as they could be, accepting that they are all our fault and doing something about them.

Having worked with teams of people for a number of years, I have noticed that people can be reluctant to admit that they are rubbish at doing certain things. Why? Who is expecting us to be good at everything? We all have our strengths and we all have our weaknesses and knowing what these strengths and weaknesses are, is the first step to bettering our personal performance.

In the old days of training - huge amounts of money would be spent in discovering personal weaknesses and then attempting to train the individuals to be good at them. What a waste of money! Why not do the following?

Identify your real strengths and real weaknesses (and the bits in between that you are OK at)

Delegate your areas of weakness to someone better suited to do them - and if this is not possible, find a way to work around them. If you need to do them anyway, then choose a moment in the day when you are at your most productive.

Concentrate at pulling to your strengths and being as good at them as you can be.

Develop your middle area (the bits that you are OK at). Do it a bit at a time. Remember that if you can improve your performance by just 1%, it will have a noticeable impact on your life (I call these 1%ers) Just choose 2 or 3 of these 1%ers and be as good at them as you can be. You will be surprised at the impact it has.....

I think that Einstein's definition of madness was something like "...doing the same thing day in and day out, and hoping for a different result". This is what most people do, and therefore knowing this offers you an opportunity to be different and better.

